CHANGE

FROM PAGE 1

just a day or two, while other plants will combine new-model changeover with vacation shutdowns.

There are notable exceptions to the quick changeover rule:

- General Motors' Lansing, Mich., assembly plants A and B will each be down about 16 weeks. as GM revamps the plants in an $89 million renovation and changeover to the all-new larger N-body cars.

The plants built Buick Skylark, Oldsmobile Calais and Pontiac Grand Am in the 1991 model year, but the Calais name will disappear for 1992, replaced by Achieva.

- GM's Wilmington, Del., plant, which built the 1991 Corsica/Beretta, will be retooled for more volume in the 1992 model run.

The additional volume will be necessary because the Linden, N.J., plant that also built Corsica/Beretta for 1991 will go down for more than a year to be equipped for S-truck output, scheduled to begin at Linden in fall 1992.

- GM's Flint, Mich., truck plant will go down at the end of the summer as its Jimmy, Blazer and Suburban tooling is transferred to Janesville, Wis. Flint will be outfitted for full-sized van production, scheduled to begin in fall 1992.
- Chrysler Corp.'s Newark, Del., plant will be down four weeks to be retooled for all Chrysler LeBaron J output after the company indefinitely idled its St. Louis (No. 1) assembly plant last month. Dodge Daytona tooling will go from the shuttered St. Louis plant to the Sterling Heights, Mich., factory.

Chief Statistician Anne E. Wright contributed to this report.

SELECT MINIVANS, 1987-1990 UNIT SALES

Vehicle (price*)	1990	1989	1988	1987
Dodge Caravan ($14,123)	195,276	206,426	210,918	153,191
Ford Aerostar ($15,613)	177,860	188,130	184,578	159,149
Chevrolet Lumina ($15,560)	53,141	9,776	—	—
VW Vanagon ($16,900)	6,643	5,147	5,416	10,656
Mazda MPV ($15,714)	**43,147**	**37,274**	**5,717**	—
Toyota Previa ($17,198)	**42,199**	—	—	—

*Price is for base model with radio, air conditioning, automatic transmission.

DUMPING

FROM PAGE 1

and in Japan.

The announcement of the filing came as no surprise in light of Big 3 pressure on the Bush administration for help against Japanese imports.

"Minivan dumping by Japanese producers is causing injury to the U.S. industry, consumers and workers," said the Motor Vehicle Manufacturers Association, which handled the announcement for the Big 3. Honda of America Manufacturing Inc., which is also a member of MVMA, was not involved in the petition.

The domestics estimate — on an annualized basis — they will lose sales of 100,000 minivans this year to Toyota and Mazda because of unfair pricing, said MVMA President Thomas Hanna.

MVMA said the Japanese minivan production was clearly destined for the U.S. market because from 1988 to 1990, minivan exports here increased from 38,900 to 95,363 units. In that two-year period, the Japanese market share grew from 4 percent to 12 percent.

The Big 3 charge that the short-term effect has been "serious distortions and injury to the U.S. market."

"Over the longer term, rising imports of dumped Japanese minivans seriously risk present and future investment by U.S. producers," the companies said in the the MVMA statement.

Dumping charges are complex. In its only previous complaint, the U.S. industry lost a 1975 case against cars from Europe and Japan.

A spokesman for Mazda said he has not had an opportunity to review the filings, but he said the MPV was not being dumped.

The Big 3 petition was filed with the Department of Commerce and the International Trade Commission, an independent body of six presidential appointees. The Commerce Department determines whether dumping exists; the ITC determines injury. If both occur, duties matching the "unfair pricing" are assessed on the imports.

It could take 10 months to wrap up the case. But if there is no preliminary determination of dumping within 45 days, the investigation will be terminated.

For months, there have been rumors that the Big 3 were preparing a case. Sources said the Big 3 also looked at filing a light-truck and sport-utility dumping petition but determined they had a better case with minivans. Hanna said the Big 3 chose minivans because of the substantial percentage of overpricing on the vehicles.

The Big 3 have been pressuring the Bush administration to take action against Japan for months — when the Big 3 chairmen came to Washington on two separate visits, and again in late April when 41 members of Congress went to Detroit.

Chrysler Chairman Lee Iacocca hinted at the impending action during the congressional visit.

"My Jeep Cherokee jumps from $25,400 to $38,800 (in Japan) — fees and distribution costs, they tell me — while the Toyota Previa heading this way drops from $22,808 to $19,590. The American consumer can buy most Japanese cars here, even after the boat ride, for less than the Japanese consumer can buy it right off the assembly line," Iacocca said.

"It could be that the Japanese automakers just have a soft spot in their hearts for American consumers," Iacocca told the Congress members. "Under those rules, dumping cars here to keep their people employed and to 'buy' a bigger share of the market is tough to prove, and everybody knows it's going on."

"The administration tells us, 'Give us a good dumping case and we'll move on it.' Why do we, the victims, have to take the lead? Why doesn't the government do its own investigation and enforce the law?" The petition was prepared by a prestigious Washington law firm, Wilmer, Cutler & Pickering. Lloyd Cutler was counsel to President Jimmy Carter.

Staff Reporter Kristine Breese in Los Angeles contributed to this report.

MODEL CHANGEOVER DATES FOR U.S. AND CANADA ASSEMBLY PLANTS

Plant	Build-out	Job 1
CHRYSLER MOTORS		
Belvidere, Ill.	7/12	8/12
Chrysler Fifth Ave.		
Chrysler Imperial		
Chrysler New Yorker		
Dodge Dynasty		
Bramalea, Ontario	7/7	7/29
Dodge Monaco		
Eagle Premier		
Brampton, Ontario	7/12	8/5
Jeep Wrangler		
Newark, Del.	7/12	8/12
Dodge Spirit		
Chrysler LeBaron A		
Plymouth Acclaim		
St. Louis (No. 1)	5/23	*
Chrysler LeBaron J		
Dodge Daytona		
St. Louis (No. 2)	7/26	8/5
Chrysler Town & Country		
Dodge Caravan C/V		
Dodge Grand Caravan		
Plymouth Grand Voyager		
Sterling Heights, Mich.	7/12	7/29
Dodge Shadow		
Plymouth Sundance		
Toledo, Ohio	7/12	7/29
Jeep Cherokee		
Jeep Comanche		
Jeep Grand Wagoneer		
Warren, Mich.	7/19	8/5
Dodge full-sized pickups		
Dodge mid-sized pickups		
Windsor, Ontario	7/12	7/29
Dodge Caravan		
Dodge Caravan C/V		
Plymouth Voyager		
Windsor, Ontario (Pillette Road)	7/12	8/5
Dodge Ram Van		
Dodge Ram Wagon		
FORD MOTOR CO.		
Atlanta	7/19	7/22
Ford Taurus		
Mercury Sable		
Chicago	8/2	8/5
Ford Taurus		
Mercury Sable		
Dearborn, Mich.	8/9	8/12
Ford Mustang		
Edison, N.J.	8/9	8/12
Ford Ranger		
Kansas City, Mo.	8/2	8/5
Ford Tempo		
Mercury Topaz		
Ford F-series light trucks	8/9	8/12
Lorain, Ohio		
Ford Thunderbird	8/2	8/5
Mercury Cougar		
Ford Econoline	8/23	9/3
Ford Club Wagon		
Louisville, Ky.	7/26	7/29
Ford Explorer		
Ford Ranger		
Mazda Navajo		
Oakville, Ontario	8/16	8/19
Ford Tempo		
Mercury Topaz		
Oakville, Ontario (Ontario Truck)	8/16	8/19
Ford F-series light trucks		
Wayne, Mich.	8/2	8/5
Ford Escort		
Wayne, Mich. (Mich. Truck)	7/26	7/29
Ford Bronco		
Ford F-series light trucks		
Norfolk, Va.	8/16	8/17
Ford F-series light trucks		
St. Louis	8/9	8/12
Ford Aerostar		
St. Paul, Minn. (Twin Cities)	8/16	8/17
Ford F-series light trucks		
Ford Ranger		
St. Thomas, Ontario		
Ford Crown Victoria	12/21/90	1/14
Mercury Grand Marquis	12/21/90	2/4
Wayne, Mich.	8/2	8/5
Ford Escort		
Wixom, Mich.	8/9	8/12
Lincoln Continental		
Lincoln Mark VII		
Lincoln Town Car		
GENERAL MOTORS		
Arlington, Texas	7/12	7/16
Cadillac Brougham		
Chevrolet Caprice		
Baltimore	7/26	8/12
Chevrolet Astro		
GMC Safari		
Bowling Green, Ky.	7/18	8/12
Chevrolet Corvette		
Detroit	7/26	8/12
Commercial, recreational, specialty vehicle chasis		
Detroit-Hamtramck, Mich.		
Buick Riviera	5/16	7/8
Cadillac Eldorado	5/16	7/8
Cadillac Seville	5/16	7/8
Olds. Toronado	5/16	7/8
Cadillac Allante	4/22	4/23
Doraville, Ga.	7/19	8/9
Olds. Cutlass Supreme		
Fairfax, Kan.	8/6	8/6
Pontiac Grand Prix		
Flint, Mich. (Buick City)	3/1	4/15
Buick LeSabre		
Olds. 88 Royale		
Flint, Mich.	8/30	**
Chevrolet Blazer		
Chevrolet Suburban		
GMC Jimmy		
GMC Suburban		
Fort Wayne, Ind.	7/26	7/26
Chevrolet C/K pickup		
GMC Sierra		
Janesville, Wis.		
Chevrolet Kodiak	7/25	8/12
GMC Topkick	7/25	9/3
Lake Orion, Mich.	7/19	7/22
Cadillac DeVille		
Olds. 98		
Lansing, Mich. (A Plant)	4/19	8/14
Buick Skylark		
Olds. Calais		
Lansing, Mich. (B Plant)	5/17	9/11
Pontiac Grand Am		
Lansing, Mich. (Reatta Craft Centre)	5/14	*
Buick Reatta		
Linden, N.J.	8/30	**
Chevrolet Corsica		
Chevrolet Beretta		
Lordstown, Ohio	7/19	8/5
Chevrolet Cavalier		
Pontiac Sunbird		
Chevrolet full-sized vans		
GMC full-sized vans		
Moraine, Ohio	7/26	8/12
Chevrolet S10 pickup		
Chevrolet Blazer		
Chevrolet postal vehicles		
GMC Sonoma		
GMC Jimmy		
Oldsmobile Bravada		
Pontiac, Mich. (East)	8/6	8/6
Chevrolet C/K pickup		
GMC Sierra		
Pontiac, Mich. (West)	7/26	8/12
Chevrolet S10 pickup		
Chevrolet S10 Blazer		
GMC Sonoma		
GMC S15 Jimmy		
Oklahoma City	7/19	8/5
Chevrolet Century sedan		
Chevrolet Century wagon		
Olds. Cutlass Ciera sedan		
Olds. Cutlass Ciera wagon		
Pontiac 6000 sedan		
Pontiac 6000 wagon		
Oshawa, Ontario	7/19	8/5
Chevrolet full-sized pickups		
GMC Sierra		
Oshawa, Ontario (No. 1)	7/19	8/7
Chevrolet Lumina		
Oshawa, Ontario (No. 2)	7/19	8/7
Buick Regal		
Chevrolet Lumina		
Ste. Therese, Quebec	7/19	*
Olds. Cutlass Ciera		
Scarborough, Ontario	7/26	8/15
Chevrolet full-sized vans		
GMC full-sized van		
Shreveport, La.	8/6	8/6
Chevrolet S10 pickup		
Chevrolet S10 Blazer		
GMC Sonoma		
GMC S15 Jimmy		
Tarrytown, N.Y.	7/19	8/15
Chevrolet Lumina		
Olds. Silhouette		
Pontiac Trans Sport		
Van Nuys, Calif.	7/19	8/5
Chevrolet Camaro		
Pontiac Firebird		
Westzville, Mo.		
Buick Park Avenue	3/29	4/22
Olds. 88 Royale	3/29	7/1
Pontiac Bonneville	3/29	5/6
Willow Run, Mich.	7/11	7/12
Buick Roadmaster		
Estate Wagon		
Chevrolet Caprice sedan		
Chevrolet Caprice wagon		
Olds. Custom Cruiser wag.		
Wilmington, Del.	7/13	9/5
Chevrolet Corsica		
Chevrolet Beretta		
CAMI AUTOMOTIVE INC.		
Ingersoll, Ontario	7/12	7/29
Geo Metro		
Geo Tracker		
Suzuki Swift		
Suzuki Sidekick		
DIAMOND-STAR MOTORS		
Normal, Ill.	6/14	6/24
Eagle Summit		
Eagle Talon		
Mitsubishi Eclipse		
Mitsubishi Mirage		
Plymouth Laser		
HONDA OF AMERICA MFG.		
Marysville, Ohio	**	**
Honda Civic		
Honda Accord		
East Liberty, Ohio	**	**
Honda Civic		
Alliston, Ontario	**	**
Honda Civic		
HYUNDAI AUTO CANADA		
Bromont, Quebec	5/6	6/5
Hyundai Sonata		
MAZDA MOTOR MFG. (U.S.A.)		
Flat Rock, Mich.	6/27	7/9
Ford Probe		
Mazda MX-6		
Mazda 626		
NEW UNITED MOTOR MFG.		
Fremont, Calif.	8/23	8/23
Geo Prizm		
Toyota Corolla		
NISSAN MOTOR MFG. CO. U.S.A.		
Smyrna, Tenn.		
Nissan Sentra	7/31	7/31
Pickup trucks	9/3	9/3
SUBARU-ISUZU AUTOMOTIVE INC.		
Lafayette, Ind.		
Subaru Legacy sedan	6/25	6/26
Subaru Legacy wagon		
Isuzu Rodeo	8/5	8/6
Isuzu Pickup	8/19	8/20
TOYOTA MOTOR MFG. U.S.A.		
Georgetown, Ky.	8/16	9/3
Toyota Camry		
Cambridge, Ontario	**	9/18
Toyota Corolla		
VOLVO		
Halifax, Nova Scotia	9/9	9/9
740 series		
940 series		

*Plant idled indefinitely at the end of the 1991 model year.
**To be announced

All dates refer to 1991 except where noted.

GMAC offers service contract for used vehicles

DETROIT — General Motors dealers who currently offer Value Guard service contract plans for new vehicles have a new weapon to help sell used vehicles.

General Motors Acceptance Corp. and its Motors Insurance Corp. unit introduced a new service contract plan June 1, called Value Guard Extra.

The service plan is for buyers of used vehicles with GM "Bumper to Bumper Plus" warranties that are still in effect.

Value Guard Extra, approved for sale in 37 states so far, supplements the warranty.

The warranty plan pays the deductible on the Bumper to Bumper Plus warranty, provides rental vehicle coverage up to $30 per day (maximum $150 per visit), and towing allowance up to $35 per disablement, said GMAC spokesman John Andrews.

He said the average cost to dealers is expected to be about $200.

GMAC said some dealers may want to give the plan away as an incentive for buying a used car, while others may mark it up 40 percent to 50 percent, using it to raise margins.

Bob House, owner of House Chevrolet Co. in Stewartville, Minn., said the plan has some marketing merits, especially because used cars are increasingly important to his business.

"In our particular area," House said, "we would probably sell it close to our cost and look at it as a way for the customer to gain that confidence in the used vehicle.

"The other thing we like is that it's an extended warranty from our manufacturer, rather than one of the independent companies," House said.

— Phil Frame

Mitsubishi rebates mean cash for dealers

By Arlena Sawyers
AUTOMOTIVE NEWS STAFF REPORTER

Mitsubishi Motor Sales of America Inc. is offering consumer rebates in California and Hawaii and dealer rebates in all its regions through June 30. The payments apply to 1990 and 1991 models.

California buyers will receive $500 on Galant and Eclipse; $650 on pickups. In Hawaii: $500 on Mirage; $750 on Eclipse, Galant and pickup, and $1,500 on Montero.

Dealer rebates vary from region to region. The payments are:

- California — $250 to $750 on Eclipse, Galant, Mirage, Montero and pickup, based on quota.
- Southwest — $200 to $1,500 on Eclipse, Galant, Montero and pickup; quota. Bonuses of $1,600 to $2,500 on Galant, pickup and Montero, based on number sold.
- North Central — $500 on Eclipse, $1,000 on Galant and $1,800 on Montero. Also, $250 on Eclipse starting with 13th sale.
- Southeast — $500 to $1,200 on Eclipse, Galant, Mirage, Montero and pickup, based on number sold.
- Northeast — $200 to $1,700 on Eclipse, Galant, Montero and pickup, based on number sold.

INCENTIVE WATCH
DEALER INCENTIVES

CHRYSLER CORP.
Premier and Monaco programs expire Sept. 30; others expire June 30.

Dodge Spirit (1990-91)	$500
Monaco (1991)	$1,000-2,000 based on sales, plus $1,000 for each car ordered from factory
Monaco (1990)	$1,000-2,000, based on sales
Eagle Premier (1991)	$1,000-2,000 based on sales, plus $1,000 on each car ordered from factory
Premier (1990)	$1,000-2,000 based on sales
Jeep Grand Wagoneer (1990-91)	$3,500
Plymouth Acclaim (1990-91)	$500
Caravan, Voyager (no air bag) 1991	$500

GENERAL MOTORS

Chevrolet Corvette	$2,000

HONDA (expires June 3)

1991 Accord (excludes EX)	$400
1991 Civic 4-door	$400
1990 Accord	$400

HYUNDAI (1991, expires July 2)

Scoupe, Sonata	$100-300, based on sales

ISUZU (expires June 30)

1990-91 models	$800-2,000 based on sales

MITSUBISHI* (1990-91 models; expires June 30)

Mirage	$250-1,200
Galant	$200-1,700
Eclipse	$200-1,700
Pickup	$200-1,500
Montero	$200-1,800

*Mitsubishi rebates differ by region. Some are flat payments; some are based on number sold; some are based on performance against quota.

NISSAN (1991, expires Aug. 2)

Sentra E, XE, GXE	$400
Stanza	$1,400
Maxima	$800-1,000, quota
240SX	$600-800, quota
300ZX	$1,500
Trucks	$1,200
Trucks (California only)	$1,300-1,500, quota
Pathfinder	$1,000-1,400, quota

PEUGEOT (1990, no expiration date) $2,000

SUZUKI (expires June 3)

Swift (1991)	$400-500
Swift (1990)	$400-1,000
Sidekick (1991)	$500-1,000
Sidekick (1990)	$1,000-1,500
Samurai (1990)	$500

TOYOTA (expires June 3)
All rebates are based on performance against quota.

Corolla (1989-91)	$200-1,000
Camry (1989-91)	$200-1,000
Celica (1989-91)	$300-1,200
4x2 pickups (1989-91)	$300-1,100
4x4 pickups (1989-91)	$200-1,000

VOLKSWAGEN

Golf, Jetta (1991, expires June 30)	$500, based on number sold
All cars (1990, no expiration date)	$500-1,500

INCENTIVE WATCH
CUSTOMER INCENTIVES

CHRYSLER CORP.
Rebates expire June 30 unless otherwise noted. Finance rates in lieu of rebates are 4.9 percent to 9.9 percent, depending on length of contract. Finance rates on minivans are 7.9 to 10.9 percent.

Chrysler (1991)*	$1,000-1,500
1990	$500-1,000
Dodge Monaco (1991)*	$1,500
Other 1991 cars*	$400-1,000
Monaco (1990)*	$1,500
Other 1990 cars	$700-1,000
Dodge trucks (1991)	$300-1,500
1990 trucks	$500-2,000
Eagle Premier (1991)*	$1,500
Other 1991	$700
Premier (1990)*	$1,500
Other 1990	$700-1,000
Jeep	
Grand Wagoneer ('91)**	$1,500
Other 1991	$500-1,000
Grand Wagoneer ('90)**	$1,500
Other 1990	$1,000-2,000
Plymouth (1991)	$400-1,000
1990 models	$700-1,000
All minivans without air bag (1991)	$500
1990 models	$1,500

*Expires Sept. 30 on 1990-91 Monaco and Premier and 1991 LeBaron and Daytona
**Expires Dec. 31 on Grand Wagoneer

FORD MOTOR CO.
Finance rates in lieu of rebates range from 4.8 to 7.9 percent. All incentives expire June 4.

Ford cars (1991)	$500-1,500
Cars (1990)	$650-900
Trucks (1991)	$500-1,500
Trucks (1990)	$650-1,150
Mercury (1991)	$500-1,000
Tracer (1990)	$650

GENERAL MOTORS
All makes except Cadillac offer cut-rate financing in lieu of rebates. Unless otherwise noted, rebates expire July 7 on 1991 models.

Buick (1991)*	$250-2,000
Cadillac Brougham (1991)	$1,500
Chevrolet	
S Blazer (1991)	$1,000
Other 1991	$300-1,000
GMC	
Suburban (1991)**	$1,000
Other 1991	$500-1,000
Oldsmobile (1991)	
Regional incentives	$500-2,250
Pontiac Grand Am ('91)	$1,000

*Based on option package selected.
**Expires Sept. 25

HYUNDAI (expires July 2)

Excel (1990-91)	$500-1,000
Sonata (1990-91)	$1,000
Scoupe (1991)	$750

MAZDA (expires June 3)

1991 trucks	$500-1,000*

*Based on region

MITSUBISHI (1990-91 models; expires June 30)

California	
Base Galant	$500
Base Eclipse	$500
Base pickup	$650
Hawaii	
Mirage	$500
Eclipse, Galant, pickup	$750
Montero	$1,500

SUBARU (1991, expires July 2)

Loyale	$500
Legacy L	$750
Legacy L Plus	$900-2,000
Legacy LS	$1,200-$1,400
Legacy LSi	$1,200-1,700
Legacy Sp' Sed.	$1,000
XT, XT6	$2,000

MAZDA

FROM PAGE 3

McCabe said dealers also expressed an almost unanimous desire for more regional programs and promotions, but he would not reveal what Mazda has planned.

Mazda did increase its outlays for dealer association advertising in the first quarter, while spending on national ad programs was reduced.

The downside to Mazda's increase is that May sales, which will be announced this week, are expected to show a decline from last year, McCabe said.

The reason: depleted inventories of some volume lines, especially the 626 and MX-6. Since Jan. 1, Mazda's supply of cars has fallen from 99 days to 55 days for U.S.-built models and from 72 days to 55 days for imports.

With the leaner inventories, the company has tightened the incentives.

During the first four months of this year, Mazda concentrated on customer rebates. In addition to the $1,500 on the MX-6 and 626, trucks carried a $500 rebate for most of the period.

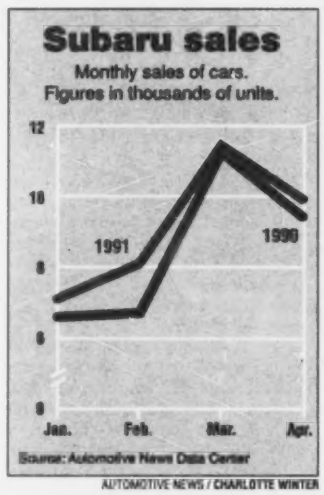
To help clear out 1990 models, Mazda offered buyer rebates of $750 to $1,500 on cars, $1,000 to $1,500 on trucks and $886 to $1,246 on MPV minivans in January and February.

But now Mazda has gone back to dealer cash.

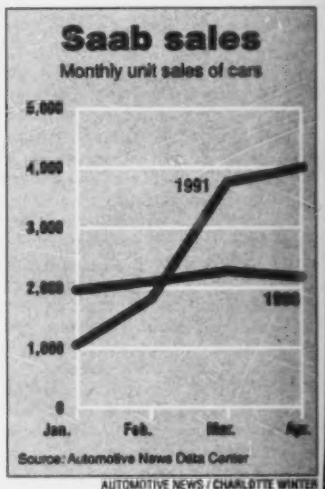
McCabe stressed that the short-term strategies worked in concert with long-term changes at the company. They include new advertising strategies, more emphasis on image building, new dealer development programs and increased factory-dealer communication.

Saab and Subaru thrive on 'more car for less'

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER



AUTOMOTIVE NEWS / CHARLOTTE WINTER



AUTOMOTIVE NEWS / CHARLOTTE WINTER

NEW YORK — Saab Cars USA and Subaru of America Inc., two other companies that have increased sales this year, gave new life to models with long, gray beards by selling a package of more content for less money.

Both companies added features and options on bread-and-butter models for 1991 without raising prices, or at least holding price hikes to a minimum. And both have made use of incentives.

"There is a real price-value consciousness," said William S. Kelly, Saab vice president of sales and marketing.

"People are looking at things in a little different way than they did in the '80s."

Through April, when industry car sales were down 16.6 percent, Saab sales were up 24.6 percent and Subaru sales were up 7.3 percent.

Although sales are up, they have risen over a weak 1990 period. In the first four months of 1990, Saab sales were down 19.7 percent from 1989, and Subaru sales were down 30.8 percent.

Remarkably, Saab's biggest improvement this year has been in the 900 model, a line that was introduced in 1978.

Saab sales started jumping in March after the company offered financing as low as 2.15 percent on the 900 and 4.35 percent for the 9000, as well as low-cost leases.

Sales of the 900 were up 34.4 percent through April to 7,550, comprising 71.2 percent of Saab's sales, compared to 65.7 percent for all of last year. The relatively spry 9000, introduced in 1985, made up 28.7 percent of sales, compared to 33.7 percent last year.

At Subaru, the star of the lineup is the Loyale, which was new in late 1984 and rebadged two years ago.

Subaru almost doubled Loyale sales through April to 11,298 cars — or 31 percent of the company's U.S. sales, compared to 16.7 percent at the same time last year.

The biggest change on the Loyale has been the addition of formerly optional features like air conditioning and power door locks and windows as standard equipment. The base Loyale wagon, for example, got an option package as standard equipment that would have cost $1,745 on last year's model.

Thomas R. Gibson, Subaru's president and chief operating officer, said Subaru took most of the money the company had been spending on incentives for the Loyale and put it into the equipment upgrade instead. Subaru is still offering a $500 incentive on some Loyale models.

Besides the lease and finance incentives that have worked so well for Saab, the company also introduced a 6-year/80,000-mile warranty last fall.

Optional features like anti-lock brakes were added to some models as standard equipment. And during the last two years, every model has gotten a slightly more powerful engine.

Saab also introduced a plain-wrapper 9000 last fall and a cheaper, non-turbo 900 convertible earlier this year.

LEASE

FROM PAGE 3

creases in retail lease activity this year, according to Joe McPartlin, director of GMAC's retail lease department, and Roger K. Meline, Chrysler Credit vice president of sales and marketing.

But now foreign manufacturers are really stirring up the market.

American Honda Motor Co.'s program is probably the most dramatic example. From April 4 to June 30, the company is promoting lease rates of $199 a month for a 60-month contract on its $15,000 Accord LX sedan, $219 a month on 48-month leases, and $249 a month on 36-month leases.

Dave Spyra, Honda Division ad manager, said that, although Honda's luxury Acura Division has had lease promotions, this was a first for the Honda brand.

The very attractive rates are the result of a combination of dealer and factory contributions, ranging from about $1,900 on a 36-month lease to about $2,500 on a 60-month lease, according to a Honda dealer. Dealers contribute the lion's share, though their participation in the program is optional.

Honda's lease program covers all Accords, though only LX was advertised in *USA Today* and on radio in top markets, Spyra said.

The program's been quite successful, according to dealers. Dana Martin, general manager at Southeastern Honda in Palm Bay, Fla., said his leasing business has doubled to 40 percent of his transactions during the promotion.

Some dealers question the wisdom of the 60-month offer because getting people back to showrooms quickly is leasing's major benefit. They are also concerned that many of the first-time lessees the program is drawing may not fully understand how difficult it is to get out of a five-year plan after three or four years.

Spyra said ads were intended only to get people into showrooms, and it is up to dealers to "take over and guide the customer" through the transaction. He also noted that the 60-month-lease ad is only one of three ads that highlight different prices and time periods.

Toyota Motor Sales U.S.A. Inc.'s promotion for a Toyota like Camry is also a first, according to Jim Hart, new-car sales manager for Page Toyota in Southfield, Mich. The importer is subsidizing the leases by offering what amounts to 6 percent financing, he said.

Toyota officials were unavailable for comment.

Toyota has been promoting its Camry leases through *USA Today*. They are available for 24 or 36 months, with a base Camry at $210 for 36 months and a well-equipped Camry Deluxe for $259.

To help reduce monthly payments, Nissan Motor Corp. in U.S.A. is giving dealers a $1,000 incentive on every Maxima they lease and $1,500 on the 300ZX, according to Oscar Li Donni, new-car sales manager for Newton Nissan in Newton, Mass.

Dealers can use the money to write whatever lease terms they want, depending on how much of the incentive they want to give away, he said.

OBITUARIES

Roger Rinke

GROSSE POINTE SHORES, Mich. — Roger Rinke, owner and president of Roger Rinke Cadillac in Warren, Mich., died May 30. Rinke, who opened the dealership in 1964, was 62.

BIG 3

FROM PAGE 1

the recession continues through the fourth quarter. (See story, Page 2.)

Analysts estimate the Big 3 will have to make capital expenditures of about $80 billion between 1991 and 1995 to stay in business, Robert Stempel, chairman of General Motors, told the Congressional visitors. "Obviously, you can't finance product programs out of current earnings when there aren't any," he said. GM lost $1.17 billion on operations in the first quarter.

But borrowing money has become tougher for the Big 3 because credit ratings have been downgraded, he said. "That means we pay a higher rate of interest when we borrow, draining resources that could have gone to product programs and other investments."

Ford Chairman Harold Poling told the Caucus that the Big 3's negative net cash flow — before borrowing — increased to $7.5 billion in 1990, up from $4.7 billion a year earlier, meaning the companies' spending continues to outstrip revenues.

"We are concerned that the Japanese will take advantage of their financial strength in their home market to increase their U.S. market share as they did in the early 1980s," Poling said.

"The weak economy and its impact on corporate profitability pose the risk of delays and reductions in product spending," he added.

Chrysler Corp. is hurrying to crank out badly needed new products but worries that it may not be able to keep its plan on track.

"Our $16.4 billion product plan is what we feel we need to invest in our business to compete in the years ahead. But it's also a tremendous drain on our resources," said President Robert Lutz.

"Considering the economic and market environment in which we have to generate our revenues, it's going to be tough to keep this aggressive product program intact," Lutz said.

● **General Motors** argued against a proposed corporate average fuel economy increase of 40 percent by 2001.

GM, whose domestic car fleet fell below the 27.5 mpg standard in the 1990 model year, said even its European fleet averages only 33 mpg, an area of the world where gasoline costs $3 to $4 a gallon.

The improvement in fuel economy is only 16.6 percent despite the fact that 90 percent of GM's European cars are the same size or smaller than the compact Chevrolet Cavalier. In addition, the cars sold in Europe generally have four-cylinder engines, 8 percent have a diesel engine, 97 percent have a manual transmission (which improves fuel economy) and fewer than 3 percent have fuel-eating air conditioning.

To meet some proposed CAFE requirements, GM would have to downsize cars, Stempel argued. "To put it more bluntly, we'd have to rip up our product plans and start over."

● **Ford** is attempting to cut 25 percent off the time it takes to produce a new car, squeeze 20 percent out of its product investment cost and improve supplier efficiency, said Alexander J. Trotman, executive vice president for North American Automotive Operations.

But the economy and regulations stand in the way of Ford's cost-cutting efforts. Complying with the new Clean Air Act, for example, will require a $2.6 billion investment by Ford and cost $600 per car, Trotman said.

● **Chrysler** faces staggering health care and retirement costs that make it difficult to compete with Japanese transplants.

Health care costs at Chrysler average about $700 for each vehicle built, said Robert Miller, vice chairman.

Retiree costs also amount to $700 per car, compared with $30 at Japanese transplants, Miller said. "That's the advantage of locating in a green field," he said, "and of hiring young, strapping workers who are a whole generation away from retirement."

PRODUCTION

U.S. CAR

	Week Ended June 1, 1991	Week Ended May 25, 1991	May Est.	Jan. 1 to June 1, 1991	Jan. 1 to June 2, 1990
Horizon	0	0	0	0	4,327
Sundance	0	0	4,501	16,586	32,186
Acclaim	2,200	2,537	9,006	34,151	39,891
Total Plymouth	**2,200**	**2,537**	**13,507**	**50,737**	**76,404**
LeBaron A	0	0	0	0	9,410
LeBaron J	0	1,021	4,428	18,697	18,556
N. Yorker C-Class	150	158	745	3,269	16,996
Fifth Avenue	800	1,061	4,573	13,076	12,649
Imperial	150	211	903	3,106	7,430
Total Chrysler	**1,100**	**2,451**	**10,648**	**38,148**	**65,041**
Omni	0	0	0	0	4,078
Daytona	0	0	0	4,936	13,401
Shadow	0	0	5,011	19,149	37,197
Dynasty	2,750	3,508	15,433	50,059	48,941
Spirit	2,000	2,349	7,906	30,478	39,845
Total Dodge	**4,750**	**5,857**	**28,350**	**108,152**	**143,482**
CHRYSLER CORP.	**8,050**	**10,845**	**52,504**	**197,037**	**284,987**
Escort	0	0	14,871	76,745	88,888
Mustang	2,964	3,725	10,289	32,155	61,970
Tempo	2,586	3,142	10,877	45,557	58,929
Taurus	7,648	8,444	38,309	139,061	157,606
Thunderbird	2,078	0	8,301	32,666	51,052
Total Ford Div.	**15,276**	**15,311**	**82,648**	**326,184**	**418,447**
Topaz	934	1,062	3,800	18,807	22,259
Cougar	1,378	0	6,117	24,531	32,290
Sable	2,360	2,529	11,593	44,414	45,609
Total Mercury	**4,672**	**3,591**	**21,510**	**87,752**	**100,158**
Continental	945	1,182	5,189	24,434	24,917
Mark VII	166	209	913	4,279	10,987
Town Car	2,217	2,782	12,217	57,476	71,645
Total Lincoln	**3,328**	**4,173**	**18,319**	**86,189**	**107,549**
Total L-M Div.	**8,000**	**7,764**	**39,829**	**173,941**	**207,707**
FORD MOTOR CO.	**23,276**	**23,075**	**122,476**	**500,125**	**626,154**
Skylark/Somerset	0	0	0	34,929	38,465
Century	2,645	2,643	11,752	36,861	29,003
Riviera	0	0	744	4,204	10,246
Electra/Park Ave.	2,255	2,611	12,975	42,773	14,312
LeSabre (fwd)	128	0	1,066	34,603	71,926
Roadmaster Wagon*	325	327	1,386	9,891	3,600
Reatta	0	0	192	1,206	3,844
Total Buick	**5,353**	**5,581**	**28,115**	**164,626**	**171,396**
Eldorado	0	0	955	6,395	9,396
Seville	0	0	1,344	12,909	16,115
Brougham (rwd)	385	419	2,052	8,609	13,065
DeVille (fwd)	2,910	3,581	16,247	60,466	74,238
Allante	51	64	281	1,318	1,621
Total Cadillac	**3,346**	**4,064**	**20,879**	**90,455**	**114,435**
Cavalier	4,172	5,223	23,766	115,549	137,830
Camaro	1,368	1,553	6,709	19,769	26,963
Corsica/Beretta	5,873	6,785	32,229	105,654	120,562
Caprice	3,110	3,277	15,259	58,976	88,588
Corvette	376	509	2,128	9,962	10,292
Total Chevrolet	**14,899**	**17,347**	**80,091**	**309,910**	**384,235**
Calais	0	0	0	34,616	42,204
Cutlass Ciera	1,845	1,865	9,250	32,339	33,582
Cutlass Supreme	2,052	2,582	10,897	44,876	36,336
Toronado	0	0	403	2,778	7,995
88 (fwd)	2,112	2,029	5,711	25,153	43,149
Custom Cruiser Wag.**	145	118	580	4,498	2,295
98	1,234	1,557	6,391	31,830	24,730
Total Oldsmobile	**7,368**	**8,151**	**33,232**	**176,096**	**190,291**
Sunbird	2,124	2,657	12,008	52,907	64,476
Grand Am	0	0	13,378	87,060	64,698
Firebird	392	522	2,262	6,435	16,717
Grand Prix	2,345	2,274	10,726	41,554	47,043
Pontiac 6000	1,180	941	4,789	15,244	25,065
Bonneville	272	126	480	21,432	35,408
Total Pontiac	**6,313**	**6,520**	**43,643**	**224,632**	**273,407**
Total Saturn†	**1,312**	**1,642**	**7,216**	**25,789**	**0**
GENERAL MOTORS	**38,611**	**43,303**	**213,176**	**992,582**	**1,133,764**
DIAMOND-STAR	**2,563**	**3,188**	**13,856**	**86,591**	**61,862**
Civic	1,025	1,907	7,929	38,973	52,585
Accord	6,960	7,378	33,697	153,314	136,544
HONDA	**7,985**	**9,285**	**41,626**	**192,287**	**189,129**
MAZDA*†	**2,680**	**3,346**	**13,460**	**63,049**	**71,796**
NISSAN	**2,104**	**2,648**	**11,581**	**59,048**	**43,643**
Corolla	1,700	2,148	9,496	44,749	45,645
Geo Prizm/Nova	1,600	1,990	8,776	43,253	44,604
NUMMI	**3,300**	**4,138**	**18,273**	**88,002**	**90,249**
SUBARU-ISUZU	**1,176**	**891**	**4,776**	**23,938**	**11,898**
TOYOTA	**3,480**	**4,323**	**19,073**	**94,209**	**94,550**
TOTAL BIG 3	**69,937**	**77,223**	**388,157**	**1,689,664**	**2,044,825**
TOTAL TRANSPLANT	**23,228**	**27,860**	**122,597**	**587,116**	**561,547**
TOTAL CARS, U.S.	**93,165**	**105,023**	**510,754**	**2,276,780**	**2,606,372**
TOTAL CARS, CANADA	**26,872**	**22,671**	**114,965**	**457,256**	**441,282**
U.S., CANADA CARS	**120,037**	**127,694**	**625,719**	**2,734,046**	**3,047,654**
U.S., CANADA CARS AND TRUCKS	**295,982**	**221,864**	**1,052,213**	**4,415,491**	**5,167,258**

Monthly estimates may contain error of one or two units due to rounding.
†Estimate *1990 totals reflect the LeSabre (rwd)
**1990 totals reflect Olds. 88 (rwd) ***Total includes MX-6, 626, and Ford Probe

CANADIAN CAR

	Week Ended June 1, 1991	Week Ended May 25, 1991	May Est.	Jan. 1 to June 1, 1991	Jan. 1 to June 2, 1990
Monaco	869	0	1,214	2,548	5,132
Premier	438	0	951	3,663	2,808
CHRYSLER CORP.	**1,307**	**0**	**2,165**	**6,211**	**7,940**
Tempo	3,205	2,355	12,889	47,336	55,074
Topaz	1,375	1,018	5,493	15,081	20,376
Crown Victoria	1,565	1,622	7,652	37,791	53,083
Grand Marquis	2,265	2,050	10,961	35,358	48,876
FORD MOTOR CO.	**8,410**	**7,045**	**36,995**	**135,566**	**177,409**
Celebrity	0	0	0	0	11,559
Cutlass Ciera	2,002	1,466	8,172	28,544	35,102
Lumina	6,391	5,681	26,089	89,091	93,530
Regal	2,937	2,734	12,803	48,830	32,728
GENERAL MOTORS	**11,330**	**9,881**	**47,064**	**169,257**	**172,919**
CAMI	**2,000**	**1,953**	**10,250**	**53,188**	**0**
HONDA†	**2,100**	**2,200**	**10,053**	**46,124**	**45,330**
HYUNDAI	**150**	**276**	**1,388**	**13,987**	**7,924**
TOYOTA	**1,395**	**1,162**	**6,248**	**29,231**	**25,909**
VOLVO	**180**	**144**	**792**	**3,742**	**3,851**
TOTAL CARS, CANADA	**26,872**	**22,671**	**114,965**	**457,256**	**441,282**

U.S. TRUCK

Caravan	1,800	2,330	11,044	45,729	49,158
Dakota	1,600	2,015	9,484	32,764	32,536
Caravan C/V	50	93	425	1,856	3,085
Ram pickups	1,600	2,015	9,542	32,715	48,077
Total Dodge	**5,050**	**6,453**	**30,495**	**113,064**	**132,856**
Cherokee	3,250	3,416	13,335	48,539	72,120
Comanche	100	95	398	2,225	3,327
Grand Wagoneer	250	330	797	1,007	2,305
Wagoneer/Briarwood	50	37	175	1,215	1,714
Total Jeep	**3,650**	**3,878**	**14,705**	**52,986**	**79,466**
Voyager	1,350	1,754	8,492	36,628	47,003
Town & Country	50	63	322	1,415	1,523
Total C-P Div.	**1,400**	**1,817**	**8,814**	**38,043**	**48,526**
CHRYSLER CORP.	**10,100**	**12,148**	**54,015**	**204,093**	**260,848**
Aerostar	3,760	4,400	18,620	63,716	87,556
Bronco	550	336	1,773	5,479	23,400
Bronco II/Explorer	4,511	5,658	25,591	116,273	62,928
Navajo	120	187	819	5,397	0
Econoline	3,269	3,697	13,502	52,960	85,318
Mediums/Heavies	827	1,021	3,480	15,172	22,964
Light trucks	7,373	8,119	33,538	116,981	199,908
Ranger	4,921	6,242	27,639	106,074	128,657
Total Ford Div.	**25,331**	**29,660**	**124,961**	**482,072**	**609,731**
FORD MOTOR CO.	**25,331**	**29,660**	**124,961**	**482,072**	**609,731**
Astro	1,997	2,044	11,469	41,443	50,438
Blazer	176	208	893	3,254	7,614
Lumina APV	1,032	1,218	5,507	16,199	42,579
Mediums/Heavies	103	198	761	1,473	4,114
P-Model	354	489	1,716	6,785	10,786
Pickups	5,239	6,970	28,814	105,046	151,128
S10	4,406	5,840	28,585	107,873	100,662
S10 Blazer	1,473	1,297	7,204	18,301	56,576
Sportsvan/Van	750	954	4,192	17,676	29,740
Suburban	485	584	2,526	10,539	29,274
Total Chevrolet	**16,015**	**19,802**	**91,667**	**328,589**	**482,911**
Jimmy	44	25	165	944	2,421
Mediums/Heavies	370	367	1,805	3,541	6,881
P-Model	46	22	188	1,312	1,357
Pickups	1,693	1,774	9,013	47,119	530,547
S15/Sonoma	1,016	1,712	4,643	23,610	24,668
S15 Jimmy	308	736	2,005	5,899	17,474
Safari	877	1,463	4,890	17,017	17,069
Suburban	517	578	2,662	10,373	13,368
Vandura/Rally Vans	371	536	2,408	8,401	10,316
Total GMC	**5,242**	**7,213**	**27,778**	**118,216**	**146,888**
Silhouette	548	763	2,995	8,332	14,044
Bravada	168	247	879	7,904	0
Total Oldsmobile	**716**	**1,010**	**3,873**	**16,236**	**14,044**
Pontiac Trans Sport	**686**	**830**	**3,719**	**10,382**	**23,454**
GENERAL MOTORS	**22,989**	**28,855**	**127,037**	**473,423**	**667,917**
NAVISTAR	**1,316**	**1,231**	**6,378**	**31,974**	**31,216**
NISSAN	**2,152**	**2,654**	**11,898**	**57,902**	**65,873**
SUBARU-ISUZU	**956**	**833**	**4,244**	**21,137**	**10,858**
AM GENERAL	**406**	**460**	**1,948**	**8,858**	**9,990**
MISCELLANEOUS	**2,120**	**2,650**	**11,660**	**58,120**	**66,600**
TOTAL TRUCKS, U.S.	**65,038**	**78,481**	**341,943**	**1,337,571**	**1,722,133**

CANADIAN TRUCK

Caravan	4,193	2,311	15,125	61,044	70,591
Caravan C/V	259	152	986	11,519	5,787
Ram Wagon	0	553	2,251	9,044	12,770
Ram Van	0	1,015	4,001	15,917	25,155
Total Dodge	**4,452**	**4,031**	**22,362**	**97,524**	**114,303**
Voyager	3,016	1,706	10,576	45,274	57,378
Total Plymouth	**3,016**	**1,706**	**10,576**	**45,274**	**57,378**
Wrangler	1,733	1,115	6,724	23,592	24,465
Total Jeep	**1,733**	**1,115**	**6,724**	**23,592**	**24,465**
CHRYSLER CORP.	**9,201**	**6,852**	**39,662**	**166,390**	**196,146**
FORD MTR. (E. Mfg.)	**3,006**	**2,277**	**12,341**	**39,987**	**63,392**
Light trucks	3,487	2,902	13,547	57,221	74,646
Vans	1,302	1,249	6,491	21,891	20,734
Total Chevrolet	**4,789**	**4,151**	**20,038**	**79,112**	**95,380**
Light trucks	1,188	1,021	5,149	22,605	28,413
Vans	648	421	2,168	8,989	9,539
Total GMC	**1,836**	**1,442**	**7,317**	**31,594**	**37,952**
GENERAL MOTORS	**6,625**	**5,593**	**27,355**	**110,706**	**133,332**
CAMI	**1,910**	**840**	**4,648**	**23,635**	**0**
NAVISTAR	**185**	**127**	**554**	**3,156**	**4,982**
TOTAL TRKS., CANADA	**28,967**	**15,089**	**84,561**	**343,874**	**397,472**
U.S., CANADA TRKS.	**85,045**	**94,178**	**426,494**	**1,681,445**	**2,119,605**

Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

Holiday cuts U.S. output

By Bob DeMayer
SPECIAL CORRESPONDENT

U.S. car production dipped last week, due principally to last Monday's holiday.

Model changeover downtime at three GM plants also played a part in the dip. The plants are Detroit-Hamtramck, Mich.; and Lansing, Mich., A and B.

U.S. carmakers scheduled 93,165 units last week, 11.29 percent below the preceding week and 23.33 percent below last year.

Year-to-date U.S. car production is 2,276,780, down 12.65 percent from 1990.

Truckmakers planned to build 65,038 units last week, 17.13 percent below the prior week and 18.21 percent below the comparable week last year.

So far this year, 1,337,571 trucks have been assembled, 22.33 percent behind 1990.

Mack Trucks Inc.'s decision to halt production at its Hagerstown, Md., plant for a second week this spring reflects slowing heavy-duty truck sales throughout the industry, analysts say.

General Motors scheduled one shift of overtime last Saturday at four car plants: Linden, N.J.; Arlington, Texas; Fairfax, Kan.; and Oklahoma City.

The Chevrolet Corsica and Beretta are produced at Linden, and the Cadillac Brougham and the Chevrolet Caprice sedan are made at Arlington. The Pontiac Grand Prix is produced at Fairfax, and the Buick Century sedan and wagon, the Oldsmobile Cutlass Ciera sedan and wagon and the Pontiac 6000 sedan and wagon are made at Oklahoma City.

Chrysler's St. Louis (No. 2) truck plant worked two shifts of Saturday overtime.

CANADA: Canadian car production was estimated at 26,872 last week, up 18.53 percent from the prior week and up 4.37 percent from the year-ago week.

Truck production last week was estimated at 20,007, up 27.52 percent from the prior week and 5.16 percent above the year-ago week.

Year-to-date, truck production in Canada is down 13.48 percent.

GM scheduled overtime last Saturday at its Oshawa, Ontario, truck plant.

The Associated Press contributed to this report.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
FORD		
Norfolk, Va.	**6/3**	**3,200**
Ford F series		
GENERAL MOTORS		
Detroit/Hamtramck, Mich.	**6/3**	
Buick Riviera		*
Cadillac Eldorado		
Cadillac Seville		
Oldsmobile Toronado		
Lansing, Mich. (A plant)	**6/3**	*
Buick Skylark		
Oldsmobile Calais		
Lansing, Mich. (B plant)	**6/3**	*
Pontiac Grand Am		
CHRYSLER		
Belvidere, Ill.	**6/3**	
Chrysler Fifth Ave.		1,000
Chrysler Imperial		180
Chrysler New Yorker		165
Dodge Dynasty		3,250
Sterling Heights, Mich.	**6/3**	
Dodge Shadow		1,500
Plymouth Sundance		2,000
Total U.S. car		**8,095**
Total U.S. truck		**3,200**
Total units lost week of 6/3		**11,295**

*Model changeover
Source: Automotive News Data Center

NOTE

ONLY THE FOLLOWING PAGES OF THIS

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Cov. 1, Pgs: 2, 3, 8, 42,

43, 44, 46, 47